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Kaunas Regional Association of Small and Medium - sized Business

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PDTAS592

The final report

Executive summary. The final report includes history of the project, description of KRASME activities, description of results, financial analysis and future plans.

Introduction. The following is final report for the period of August 1999 – March 2000 related to the Grant agreement No. 163-A-00-99-00003-00.

History of the project. Kaunas regional association of small and medium sized enterprises applied to USAID on 24th of May, 1999 with the project proposal "Establishment of business support center "Business people house". The grant agreement No. 163-A-00-99-00003-00 was signed on 19th July, 1999 by chairperson of KRASME board L. Mogeniene and USAID mission director for the Baltics Ronald Greenberg.

Till the end of 1999 year we were working on "Business people house" programs, preparing seminars, lessons, themes, looking for the lecturers. At the same time we were renovating the building donated by Lithuanian government for his small business support center. Business support center "Business people house" started its activity on January 2000. We were running seminars, lessons, clubs (see activity description).

Description of results. The main result is working business support center "Business people house" where business people can get completion services (mini office, education, law consultations) (more detailed description see in report about our activities).

The marketing lessons help business people make their work more effective, book keeping lessons help avoid punishments, clubs help people realize their communication needs, get new knowledges.

Our logistic activity made an input to the positive changes of business environment in Lithuania (see report of activities).

Future plans (see attached activity perspective).

Report about our activities

THE DIRECTIONS OF ACTIVITY

Improving the business environment	Relationship with the business people	Development of the organization
<p>We were working on such business problems:</p> <ul style="list-style-type: none">The problems of taxi drivers (cash machines, VAT) – it were given many interviews (to the newspapers "Kauno diena", "Respublika"), it were meetings with Kaunas town municipality representatives, members of Seimas (J. Matekonienė, A. Vidziunas), the public discussion took place in "Business people house" in february.	<p>The meeting with business people from South Lithuania. The members' of KRASMB discussion about premises' rent.</p> <p>We took part in the presentation of our member's new shop in Raudondvaris. There was meeting with Center party representatives. L. Mogenienė took part in the conferences:</p>	<p>We've finished the renovation of donated by Government building and moved into it.</p> <p>We've discussed the possibilities of participation with lawyers R. and S. Brazauskai (now they consult our business people who have</p>

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<ul style="list-style-type: none"> • We were working on problems of compulsory PPAR (Chamber of commerce) membership – it was meetings with other business NGO's representatives, members of Government. • We've solved the problem of kiosk land rent (many people saved their job places). • Software author rights problems - the members of KRASME board took part in the TV show "Autodafe" analyzing this problem. • The meetings with R. Paksas, R. Ozolas, interview to "Respublika" (problem – compulsory car's insurance). • State buildings' rent problem – open to the public discussion involving media, businesses, representatives of state institutions took place in "Business people house" in February, it were meetins with Prime minister, viceminister of Economics G. Rainys. • Problems of SODRA tax - many articles in "Verslo ziniuos", "Kauno diena" were written by members of our association. <p>The agreement between radio station "KF" and KRASME was made. Now our organization's members take part in the broadcast "Business hour" about business problems every Tuesday.</p> <p>11th of January the meeting with R. Trukymiene about Nordic states credit line for the women business.</p> <p>The 1st meeting of work group "Fighting against bureaucracy" was on 12th of January.</p> <p>L. Mogeniene took part the 27 scssions of the Governmental Councils investigating the conditions of SMB.</p>	<ul style="list-style-type: none"> a) "Women business, reality and future" b) "Business for students" c) international conference in Reykjavik. <p>We've organized our members' participation in international exhibitions – fairs in Suvalkai and Ryga.</p> <p>There was an annual meeting of members on 1st of March (the new board was elected).</p> <p>Our members were participating with the students of Kaunas University of Technology writing the graduation thesis.</p> <p>We send the information about our activity to the members of KRASME every month. With this letter the newest legislative changes of business environment were sent.</p> <p>256 people aplyed to our organization asking for advice, help or information through this period.</p>	<p>problems for free in "Business people house").</p> <p>The agreement with social specialist P. Sediene let us give the free consultations to the people, who have social – psychological problems.</p> <p>There was made the agreements of participation with:</p> <ul style="list-style-type: none"> a) Kaunas higher technological school; b) Sodertorn University (Sweedn) <p>We have bought the equipment for running the seminar (overhead, chairs, white board).</p> <p>We've made the partnership with KTU Business competence center</p>
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Kaunas Regional Association of Small and Medium - sized Business*Mitines 13 A, LT-3000 Kaunas, Lithuania**Phone/Fax: +370 7 32 41 83, phone: +370 7 32 41 82***Activity of "Business people house"**

Lessons and seminars	Meetings	Clubs' activity	Consultations	Mini office for small businesses
Book keeping (5 lessons) The course of marketing lessons "HOW" (4 lessons) Business law (2 lessons) Other important business questions (5 lessons)	With interesting people (K. Glaveckas, V. Zalnerauskas) Business like meetings (insurance, bank representatives)	Women's club (2 meetings) Accountants club (2 meetings) Healthy living club (1 meeting)	Law consultations Free social – psychological consultations	Fax Copy machine Internet Law data basis Library Printing documents

*1st table***Detailed expenditures of whole period**

Expenditures	August	September	October	November	December	January	February	March	TOTAL
Salaries with taxes	1018.5	1018.5	1160.3	1270.75	1442.35	1168.37	1066.65	654.58	8800
Mailing	65.25	-	25.8	-	-	65.-	-	331.91	487.96
Communication	69.16	74.42	102.8	345.44	89.75	319.32	199.11	-	1200.-
Transportation	-	-	16.55	10.6	101.88	-	70.97	-	200.-
Publishing	-	-	-	-	-	-	-	200.-	200.-
Promotion	-	38.35	10.-	28.26	172.56	-	-	-	249.17
Representation	-	23.55	13.18	31.11	42.05	-	-	-	109.89
Stationary	16.57	48.92	10.75	83.90	-	-	-	-	160.14
Advertisements	-	-	-	-	175.-	-	-	125.-	300.-
Unplanned	23.38	230.25	65.14	35.10	200.46	175.75	62.76	-	792.84
TOTAL	1192.86	1433.90	1404.52	1805.16	2224.05	1728.55	1399.49	1311.44	12500

The support of USAID made a big influence to the development of our organization and establishment of small business support center "Business people house". Now "Business people

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house" is working and we are running lessons, seminars, meetings with interesting people, clubs, giving the small office service for small and medium businesses.

The support, given for salaries, helped us to create the effective team, gave us the possibility to start working.

Mailing and communication helped us to communicate with the members of our organization, it helped very much in lobbying processes.

As a business NGO, business association, we must represent the opinion and the points of view of our members and all the small businesses in state institutions. So often had to come to the Lithuanian Capital Vilnius. The support for traveling expenses was very important for us.

Promotion and representation expenses helped us to form the image of KRASME and "Business people house", to attract people to join us.

We are publishing prospects, bucllets, newsletters about our activity, services. We want people to be informed in what we are doing.

The stationary expenses (paper, floppy discs, markers, pencils etc.) are necessary in activity of every organization.

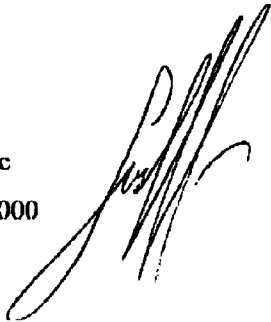
We also had some unplanned expenses (audit, exploitation, literature etc.).

Conclusion. The USAID support helped us to expand our activity and to cover expenses of this establishment period and gave us the chance to become self sustaining.

Director

L. Mogeniene

2nd of Mai, 2000



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